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VIGNETTES

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The Agricultural Trade and Marketing Information Center Newsletter

No. 10, November 1992 (Issued Quarterly)

U.S. Assistance To Russia and The Newly Independent States

The "Newly Independent States" consist of Russia, Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Tajikistan, Turkmenistan, Ukraine and Uzbekistan.

In the past few months, the Agricultural Trade and Marketing Information Center (ATMIC) has received numerous requests for information on U.S. assistance programs to Russia and the Newly Independent Countries. The U.S. Department of Agriculture (USDA), Foreign Agricultural Service (FAS) Fact Sheet, dated/ revised July 13, 1992, lists many programs and key contacts. With FAS's permission we are reprinting that information below:

USDA and the U.S. Agency for International Development (U.S.A.I.D) have several technical assistance programs underway to help develop the agricultural and agribusiness sectors of the former Soviet Union. These are:

Model Farm Project - To demonstrate various aspects of U.S. farm management practices to a group of newly privatized Russian farmers, USDA plans to place U.S. farm families in a farming community in the St. Petersburg region. A USDA team visited the

area earlier this year, and a follow-up visit by a team of specialists is planned for the near future. For information on this project contact: Mitchell Geasler, Extension Service, USDA; Tel: (202) 720-3381.

Wholesale Markets - The Agricultural Marketing Service (AMS), USDA project aids in the development and expansion of modern wholesale markets in the former Soviet Union, focusing on Kiev and Moscow.

A U.S. team of private and government marketing specialists are assisting in market operations, post-harvest storage and handling, and market information activities. Assistance in the areas of commodity exchanges and trade training is also planned.

For more information, contact: Wes Kriebel, AMS, USDA; Tel: (202) 690-1305.

Extension Service Projects - In January 1992, a USDA Extension Service team surveyed extension need in Armenia. In response to this team's recommendations, four additional teams were sent off to Armenia to help in the areas of vegetable, dairy, potato, and poultry farm extension services, also USDA plans to place a senior ex-

tension advisor and a public policy specialist in Armenia to assist in creating a legal framework for its agricultural policy reforms. Extension service activities for three other newly independent states are also under consideration. For information on these activities, contact: Earl Teeter, Extension Service, USDA; Tel: (202) 720-3801

Loaned Executives Program - USDA, in cooperation with U.S. agriculture and agribusiness firms, will send loaned executives to counterpart organizations in the former Soviet Union to assist improving efficiency of existing capital resources. For more information contact: James O'Meara, FAS, USDA; Tel: (202) 205-3614

Credit Guarantees for Facilities - USDA is developing plans to provide credit guarantees for facilities, which the 1990 Farm Bill authorized for the first time. The guarantees will be directed toward facilities and projects that not only directly improve food processing and distribution capabilities in the newly independent states, but which also lend managerial skills to enterprises. For additional information, contact: Larry T. McElvain, FAS, USDA; Tel: (202) 720-6211.

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U.S. Assistance to Russia and the Newly Independent States, cont.

Farmer to Farmer Program -

Under the Farmer to Farmer program, the U.S. Agency for International Development will place U.S. farmers and agribusiness experts in counterpart organizations in the newly independent states to lend operational free-market expertise. For more information on these activities, contact: Loreta Williams, AID/FHA; Tel: (703) 351-0218

Cochran Fellowship Program -

USDA will introduce the Cochran Fellowship Program (CFP) in Russia, Ukraine and Kazakhstan this year, using funding from USDA's emerging democracies program. The Program provides short-term training in the United States for mid-level agriculturalists and administrators from the public and private sectors of middle income countries and emerging democracies, for more information contact: Jeanne Bowen, Office of International Cooperation and Development, USDA; Tel: (202) 690-1240.

Credit Guarantees Program -

In implementing the GSM-102 program (U.S. Department of Agriculture export credit guarantee program), since December 1991, USDA worked with all 12 states of the former Soviet union, which agree to be jointly and severally responsible for the repayment of loans guaranteed by GSM-102. In addition to Russia and Ukraine, USDA currently is seeking from other states the information necessary to determine eligibility for individual GSM-102 programs. For more information on the GSM-102 agricultural credit guarantee program for the former Soviet

Union, contact: Jim Higgiston, FAS, USDA; Tel: (202) 720-5319

Humanitarian Food Assistance -

For more information on the U.S. Government's humanitarian food aid effort for the former Soviet Union, Contact Mary Chambliss, FAS, USDA; Tel: (202) 720-3573

Other Resources/Contacts

Assistance for Trade Offices in Former Soviet Union -

The U.S. Department of Commerce will provide financial assistance to industry trade associations and other non-profit organizations interested in opening trade offices in the Newly Independent States that comprised most of the former Soviet Union. For more information contact: Eric Cimon or Lynette Stoltzfus, Office of Export Trading Company Affairs, Room 1800, U.S. Department of Commerce, 14th and Constitution Ave, NW, Washington, DC 20230; Tel: (202) 482-5004

Newly Independent States (NIS) Defense Conversion Initiatives

The Departments of Commerce, State, Defense, and the U.S. Agency for International Development assist U.S. private sector participation in NIS defense conversion initiatives:

International Executive Service Corps (IESC) - Defense Conversion Team - for more information contact: Sam Blackmore/Joseph Walls, IESC, P.O.Box 10005, Stamford, Connecticut 09604; FAX: (203) 324-2531.

The Business Information Service for the Newly Independent States (BISNIS), U.S. Department of Commerce, International Trade Administration, is working closely with the IESC to publicize trade and investment opportunities resulting from IESC defense conversion and technical assistance projects in the NIS. For more detailed information contact: Christa Capozzola/Lewis Madanick at IESC; Tel: (202)967-6000; FAX: (203) 324-2531

U.S.-Russia Defense Conversion Subcommittee (DCS) - is a part of the Intergovernmental U.S. Russia Business Development Committee initiated by President Bush and President Yeltsin in June 1992. DCS is also in the process of publishing a "Russian Defense Business Directory."

For more information on DCS, contact: Lee Frazier; Tel: (202) 482-3701; FAX: (202) 482-5953; for more information about the directory, contact: Diana Witter; Tel: (202) 482-5953

Special American Business Internship Training (SABIT) - this program awards funds supplied by U.S. A.I.D. on a competitive basis to U.S. companies willing to host NIS managers and scientists in executive internships of three to six months.

Companies interested in participating in SABIT should contact the Special American Business Internship Training Office; Tel: (202) 482-0073; FAX: (202) 482-2443

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U.S. Assistance to Russia and the Newly Independent States, cont.

Trade Organizations

Trade Representation of the Russian Federation in the US, 2001 Connecticut Ave., NW, Washington, DC; Tel: (202) 232-5988

Trade and Economic Council, 805 Third Avenue, New York, N.Y. 10022; Tel: (212) 644-4550

Russian Trade and Cultural Center, One World Trade Center, 35W, New York, N.Y. 10048; Tel: (212) 432-2989

Russia and the Newly Independent States have set up Chambers of Commerce and Foreign Trade Organizations to aid in the promotion of trade. These contacts are:

ARMENIA - Chamber of Commerce and Industry of the Republic of Armenia; 375033 Yerevan, ul Alevrdyana 39; Tel: (885) 56-53-58

AZERBAIJAN - Chamber of Commerce and Industry of the Republic of Azerbaijan; 370601 Baku, ul Kommunisticheskaya 31/33; Tel: (892) 39-85-03; AZERBINTORG - (Foreign Trade Organization, import /export, wide range of goods), Baku, ul.Nekrasova 7; Tel: (892) 93-71-69

BELARUS - Chamber of Commerce and Industry of the Republic of Belarus; 220843 Minsk, vul Ya.Kolasa 65; Tel: (0172) 66-04-60; BELARUSINTORG - (Foreign Trade Organization, exports/imports of consumer goods); 220084 Minsk, vul. Kellekornaya 10; Tel: (0172) 29-63-08; UNION OF ENTREPRENEURS AND FARMERS; 200079 Minsk, P.O. BOX 257; Tel: (0172) 20-16-16

GEORGIA - Chamber of Commerce and Industry of Georgia; 380079 Tbilisi pr I Chavchavadze 11; Tel: (8832) 23-00-45; FAX: (8832) 23-57-60; GRUZIMPEX - (Foreign Trade Organization); 380018 Tbilisi pr Rustaveli 8; Tel: (8832) 93-71-69

KAZAKHSTAN - Chamber of Commerce and Industry of Kazakhstan; 480091 Alma-Ata pr. Kommunistichesky 93/95; Tel: (3272) 62-14-46; FAX: (3272) 62-05-94; KAZAKHINTOG - (Foreign Trade Organization/imports/exports/external economic relations); 480091 Alma-Ata, ul.Gogolya 11; Tel: (3272) 32-83-81

KYRGYZSTAN - Chamber of Commerce and Industry of the Republic of Kyrgyzstan; 720300 Bishkek, ul.Kirova 205; Tel: (3312) 26-49-42

MOLDOVA - Chamber of Commerce and Industry of the Republic of Moldova; 277012 Kishinev, ul.Komsotnolskaya 28; Tel: (04422) 22-15-52; MOLDIMPEX - (Foreign Trade Organization); 277012 Kishinev, Botanicheskaya ul.15; Tel: (0422) 55-70-36

RUSSIA - Chamber of Commerce and Industry of the Russian Federation; 103684 Moscow, ul. Ilyinka 6; Tel: (095) 923-43-23; FAX: (095) 230-24-55; EKSPORT-KHLEB - (Exports/imports barley, fodder, maize, oats, rice, rye, and wheat); 121200 Moscow, Smolenskaya-Sennaya pl. 32/34; Tel: (095) 244-47-01; FAX: (095) 253-90-69; LEFINTORG - (Export/import trade in consumer goods, timber goods, feeds, and foodstuffs); 196084 St. Petersburg, Moskovsky pr 98; Tel: (812) 292-56-33; FAX: (812) 298-99-18;

SOYUZPLOOLOIMPORT - (Exports/imports/beverages, foodstuffs, fruits, vegetables); 12100 Moscow, Smolenskaya-Sennaya pl. 32/34; Tel: (095) 244-22-58; FAX: (095) 244-36-36

TAJIKISTAN - Chamber of Commerce and Industry; 734012 Dushanbe ul. Mazayeva 21; Tel: (3772) 27-95-19; TAJIKVNESH-TORG - (Industrial Association/trade and economic relations with foreign countries); 734025 Dushanbe, P.O. Box 48; Tel: (3773) 23-29-03; FAX: (3772) 22-81-20

TURKMENISTAN - Chamber of Commerce and Industry; 744000 Ashkhabad ul Lakhuti 17; Tel: (3662) 5-57-56

UKRAINE - Chamber of Commerce and Industry; 252055 Kiev, ul Bolshaya Zhitomirskaya 33; Tel: (044) 212-29-11; FAX: (044) 212-33-53; UKRIMPEX - (Foreign Trade Organization/import/export variety of goods, joint ventures, marketing); 252054 Kiev, ul Vorovskovo 22; Tel: (044) 216-21-74; FAX: (044) 216-29-96

UZBEKISTAN - Chamber of Commerce and Industry; 700017 Tashkent, pr Lenina 16a; Tel: (3712) 33-62-82; UZBEKINTORG (Foreign Trade Organization/import/export wide range of goods); 700115 Tashkent, pr. Uzbekistani 45; Tel: (3712) 45-73-13

(Other sources: International Trade Administration/U.S. Department of Commerce; Trade Organizations; International Chambers of Commerce)

ITEMS OF INTEREST

Chilean-American Chamber of Commerce

The recently formed Chilean-American Chamber of Commerce assists U.S. business with general information and technical advice on doing business with Chile. For more information contact the Chilean-American Chamber of Commerce at: 818 Connecticut Ave., NW, Suite 700, Washington DC 20006; Tel: (202) 457-0349

Foreign Trade Information System (SICE)-Data Bank

The Organization of American States (OAS) is offering SICE, a trade and investment computer data bank service for public and private business communities. The databank contains eleven databases with up-to-date import and export statistics and full text retrieval of current U.S. federal regulations relevant to trade and business opportunities. Access to the databank is available through direct computer connection between SICE and its users. For more information on charges and training contact: OAS, Foreign Information System, 1889 F Street, NW, Washington DC 20006; Tel: (202) 458-3725 or FAX: (202) 458-3907

Frank B. Sollars Fund

The Frank B. Sollars Fund for International Cooperation offers foreign travel grants. The Fund is endowed by the National Cooperative Business Association and Nationwide Mutual Insurance Company, and administered by the Cooperative Development Foundation. Senior managers and directors of U.S. cooperatives or organizations working with cooperatives who are nominated and sponsored by their organizations are eligible to apply for grants from the Fund. For more information contact: John Gauci, executive director of the Cooperative Development Foundation; Tel: (202) 638-6222.

Iowa International Network on Trade (INTERNET)

The Iowa International Network on Trade (INTERNET) provides information that helps Iowa companies that export overseas. INTERNET examines foreign market reports, conducts on-site market research, and relies on foreign databases and media sources before recommending specific policies and export strategies. For more information contact Thomas Swarz at INTERNET, 912 Walnut Street, Des Moines, Iowa 50309; Tel: (515) 283-2027

Law Student Internship Program/Language Resources List

The U.S. Department of Commerce, through a commercial law development program is helping Central and Eastern Europe, and the Baltic States, develop a commercial infrastructure consistent with free market principles. The program is part of the U.S. government's ongoing efforts to assist the region. The Program is also compiling a Language Resources List of U.S. commercial law experts with strong language capabilities in Albanian, Bulgarian, Czech, Estonian, Hungarian, Latvian, Lithuanian, and Polish for possible in-country placement. For more information about the "Law Student Internship Program, or the Language Resources List,"

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(Items of Interest, continued from page 4)

contact: the Commercial Law Development Program, RM 3845, Office of the General Counsel, U.S. Department of Commerce, Washington, DC 20230; Tel: (202) 482-5382; FAX: (202) 482-3244. (Source: Susan K. Gurley, Commercial Law Development Program, U.S. Department of Commerce)

Online Trade Information Service

U.S. Department of Commerce (U.S.DOC) is offering an online trade information service-the *Economic Bulletin Board*. For more information call U.S.DOC at (202) 482-1986.

Small Business Administration (SBA)-On-Line Service:

The Small Business Administrations's computer bulletin board opened in October 1992, and can be accessed 24 hours a day. Small businesses with computers and modems can use the bulletin board to call up information about SBA resources. Washington area callers with 2400 baud modems should call (202) 205-7265; others with a 9600 baud modem should call (202) 401-9600. For outside the Washington area should call the toll-free numbers: 1-800-859-4636 for a 2400 baud modem and 1-800-697-4636 for a 9600 baud modem.

Trade Missions to Russia and the Baltics

The World Trade Center Association of Orange County and Cultural Access Network in California, plan trade missions to Russia and the Baltic States. The first delegation will depart for St. Petersburg and Moscow, Russia on November 9, 1992; the second will depart March 8, 1993, for Estonia, Latvia, and Lithuania. For more information about the trade missions, contact: Kathy Jones, World Trade Center Association, 1 Park Plaza, Suite 150, Irvine, California 92714; Tel: (714) 724-9822; FAX: (714) 752-8723.

Uganda Agricultural Growers and Exporters Association (UGAGEA)

UGAGEA was formed to promote all Uganda Agricultural Business Societies in achieving new farming and marketing techniques, and to promote all Ugandan Societies in achieving prosperity through cooperation with other sectors of the world economy through attracting foreign investors to establish agro-industrial joint venture, import and export partnership, joint venture in mixed farming with Uganda and joint ventures with other sectors of Uganda. For more information about the Association, contact: Zziwa Ssulaiti, Chairman, Uganda Agricultural Growers and Exporters Association, P.O. Box 8610, Kampala, Uganda; FAX: 256-41-245597.

U.S. Food and Drug Administration(FDA)/Center for Food Safety and Applied Nutrition

FDA Seafood Hotline opened October 1, 1992. Automated hotline and fax service is available 24 hours a day. Hotline telephone numbers are: 1-800-FDA-4010; in the Washington DC area call: (202) 205-4314. Public Affairs Specialists are available from 10:00 am to 2:00 pm Eastern Time, Monday-Friday.

PUBLICATIONS

Books/Directories/Guides

- *Annual Directory of Supermarkets, Chains, Convenience Stores and Voluntary Groups in Canada.* Listed in: *Canadian Grocer*, August 1992 issue, p.32-75. For availability and cost contact: MacLean Hunter, P.O. Box 9100, Postal Station A, Toronto, Ontario, Canada 1V5 M5W; Tel: (416) 596-5978

- *Annual Specialty Food Industry Directory 1992-1993.* Listed in: *Food Distribution Magazine*, September 1992 issue, p.58-93 For availability and cost contact: FDM c/o NFDN Inc., P.O. Box 10378, Clearwater, FL 34616-0378; Tel: (813) 443-2723

- *Directory of Export Credit Agencies*

Provides information on 160 export credit agencies in 83 countries, also includes multinational agencies providing international trade finance. (Eastern Caribbean Central Bank, Banco Latinamericano de Exportaciones, Inter-American Development Bank).

Available from: First Washington Associates Ltd., 1501 Lee Highway, Suite 302, Arlington, VA 22209; Tel: (703) 525-0966; FAX: (703) 276-8851. Cost: \$39.95

- *Eastern Europe and the Commonwealth of Independent States 1992.* Compiled by Europa Publications Limited 1992, London, England, 1992, 583p.

Contains chapters on Albania, Bulgaria, Czech and Slovakia, Hungary, Poland, Romania, Yugoslavia and the Commonwealth of Independent States, including statistics, geography, economics, politics, transportation and tourism.

Available from: Omnigraphics, Inc., Penobscot Building, Detroit, Michigan 48226; Tel: 1-800-234-1340. Cost: \$375.00

- *Financing and Insuring Exports: A User's Guide to Eximbank and FCIA Programs.* 1992.

Available from: Eximbank Public Affairs; Tel: (202) 566-8990. Cost: \$50.00

- *Food Safety.* Julie Miller Jones

Covers topics such as: Food safety, food processing effects on nutritional quality and food safety, food additives, food irradiation, pesticides, incidental contaminants in food and other related topics. 1992, 388p.

Available from: Eagan Press, 3340 Pilot Knob Road, St. Paul, MN 55121-2097; Tel: 1-800-328-7560; FAX: (612) 454-0766. Cost: \$48.00 plus shipping and handling. (ISBN: 0-9624407-3-6).

- *Food Trends and the Changing Consumer.* Ben Senauer, et al. 1992, 385p.

Includes topics on: Trends and traditions in the American diet, the food consumer, new economic perspectives, older americans and their food habits, the forgotten poor and their food problems, food safety, the food industry, and demographic trends.

Available from: Eagan Press, 3340 Pilot Knob Road, St. Paul, MN 55121-2097; Tel: 1-800-328-7560; FAX: (612) 454-0766. Cost: \$39.95 plus shipping and handling. (ISBN: 0-9624407-2-8)

- *Global Texas: International Trade Information Sourcebook.* Published by the Center for International Business Educations and Research, Graduate School of Business, University of Texas, Austin. 1992, 228p.

Contains international trade information for Texas businesses, includes sections on market research, permits and patents, foreign trade zones in Texas, multilateral development banks, trade missions, product regulations and list of private companies and governmental agencies that offer advice.

Available from: Bureau of Business Research, University of Texas, Austin, P.O. Box 7459, Austin, TX 78713. Tel: (512) 471-1616; FAX: (512) 471-5812. Cost: \$29.95

- *Guidebook to the Andean Trade Preference Act-ATPA.* Prepared by Department of Commerce,

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ITA/Latin America/Caribbean Business Development Center and U.S. Agency for International Development, Bureau for Latin America and the Caribbean, Washington, DC, July 1992. 53p.

Contains information on the ATPA countries' programs and services.

Available from the U.S. Government Printing Office, Washington DC, 20402-9325; Tel: (202) 783-3238 (stock# 1992-311-890)

- *International Countertrade*, in two volumes. 1992. Publisher: U.S. Department of Commerce.

» *International Countertrade: A Guide for Managers and Executives* (v.1) - addresses by subject aspects of countertrade transactions as they pertain to the U.S. exporters, includes also a list of international trading houses and sample contracts.

Available from: U.S. Government Printing Office, Washington, DC 20401. (stock number 003-009-00613-9), cost: \$3.75

» *Individual Country Practices in International Countertrade* (v.2) - contains individual practices in 67 countries.

Available from: U.S. Government Printing Office, Washington, DC 20401. (stock number 003-009-00614-7), cost: \$2.75

- *NAFTA Agriculture/Commodity Fact Sheets*. Prepared by U.S. Department of Agriculture, Foreign Agricultural Service Staff. September 1992.

For information on NAFTA materials contact: USDA/FAS/Publications Office, Room 5920 South Bldg., Washington, DC 20250-1000. Tel: (202) 720-7937

- *National Directory of Organic Wholesalers for 1993*. Published by the California Action Network (CAN). The 1993 Directory is the 10th anniversary issue.

Covers networking and marketing information for people involved in organic agriculture.

For ordering information and cost, contact: California Action Network (CAN), P.O. Box 464, Davis, CA 95617; Tel: (916) 756-8518; FAX: (916) 756-7857.

Magazines/Newsletters

- *International Produce Journal* (Bi-monthly)

Covers worldwide production, distribution, and marketing of fresh fruits and vegetables.

For information on availability and cost, contact: Tim Linden; Tel: (310) 436-5579; FAX: (310) 491-5566

- *Hungarian Business Brief*. Publisher: Kopint-Dartorg Ltd., Budapest, Hungary. 1992 (Bi-weekly)

Topics include: Economics and development, business in brief, joint venture opportunities, and guides to key contacts and addresses.

Available from: ExIm International, Suite 817, 1100 Liberty Ave., Pittsburgh, PA 15222. Tel: (412) 263-2773; FAX: (412) 263-3424. Cost: \$195.00 per year

Reports

- *BNA's Eastern Europe Reporter*. Publisher: Bureau of National Affairs, Washington, DC. 1991 (Bi-weekly)

Subjects covered: Foreign investment incentives; privatization policy; U.S. government policy affecting investment in Eastern and Central Europe and the former Soviet Union. Also covers markets and deals, and analysis and opinion articles, texts of major laws and regulations, directories of government and business contacts.

Available from: the Bureau of National Affairs, Inc., 1231-25th St., NW, Washington, DC 20037. Tel: (202) 452-4200. Cost: \$795.00 per year.

- *Government Development Bank for Puerto Rico, 1991 Annual Report*, 32p.

Includes financial data, tables, text on Puerto Rico's economy and all major economic sectors.

For availability and cost, contact: Government Development Bank, 140 Broadway, 38th Floor, New York, NY 10005. Tel: (212) 422-6420; FAX: (212) 422-6434

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(Publications, continued from page 7)

- "North American Free Trade Agreement (NAFTA), Mexico-United States-Canada Trade Accord." Prepared by M. Lassanyi, Agricultural Trade and Marketing Information Center, National Agricultural Library, November 1992. 27p. *Agri-Topics* No. AT 93-01. (Updates March 1992, Fact Sheet)

Available free from: NAL, Reference and User Services Branch, Room 111, ATTN: Publication Distribution, 10301 Baltimore Blvd., Beltsville, MD 20705-2351, please enclose a self-addressed gummed label.

- *NAFTA Tariff Schedule and Text*. Publication reflects the agreement reached August 12, 1992 by U.S.-Canada-Mexico negotiators.

Available from: Lithographics, 1716 I Street, N.W., Washington DC 20006; FAX: (202) 785-1606. (NAFTA Tariff Schedule-900p, cost: \$48.76; and NAFTA Text-1,078p, cost: \$57.32)

- *Overseas Business Report: Canada, 1992*.

Available from: U.S. Government Printing Office, Washington, DC 20402-9325; Tel: (202) 783-3238, cost: \$19.00 (stock #PB92-155514)

- *Overseas Business Report: Mexico, 1992*.

Available from: U.S. Government Printing Office, Washington, DC 20402-9325; Tel: (202) 783-3238, cost: \$17.00 (stock#PB92-163336)

- *Pacific Rim, Agriculture and Trade Report. Situation and Outlook Series, September 1992*. Published by Agriculture and Trade and Analysis Division, Economic Research Service, U.S. Department of Agriculture, Washington, DC. (Report No.: RS-92-2)

For availability and cost contact Terri Raney (202) 219-0610, USDA, Economic Research Service, 1301 New York Avenue, NW, Washington DC 20005-4789.

- *U.S. Exports to Latin America and the Caribbean (A State-By-State Overview, 1987-1990)*. Produced jointly by U.S. Department of Commerce/International Trade Administration and U.S. Agency for International Development. March 1992.

Available from: U.S. Government Printing Office, Washington, DC 20402-9325; Tel: (202) 783-3238

Occasional Paper Series Reports.

- OP-20 *Characteristics of and Strategies for Entering the Duty-Free Markets*. Jean-Marc LeRest and Richard G. Mook. October 1992.
- OP-21 *New Opportunities for U.S. Exporters and Investors in Poland, Hungary, and Czechoslovakia*. Adam Widanski. September 1992.
- OP-22 *Opportunities in the Canadian Market for U.S. Agricultural Products*. Denise Muir. October 1992

OP-Series are available from: Center for Agricultural Export Development, 300 Bradley Hall, University of Kentucky, Lexington, KY 40506-0058. Tel:(606) 257-7265; FAX: (606) 258-1026

Articles

- "Central and East European Markets: Look to the Long Term for Trade." Katherine C. Nishiura, Horticultural and Tropical Products Division, FAS. In: *AgExporter*, September 1992, p.12-15.
- "Mexico: The Hottest Market for U.S. Horticulture." Ed Porter, Horticultural and Tropical Products Division, FAS. In: *AgExporter*, September 1992, p.10-11

Please Note:

Our thanks to *Vignettes* readers for taking the time and responding to ATMIC's mailing list update and readership response. Ninety-two percent responded. Interestingly, 41% of those who responded would like to see *Vignettes* published monthly. Most readers find the information in the Newsletter "useful to very useful." Five people requested that their names be removed from the mailing list; and 16 new readers were added to the mailing list.

Conferences/Meetings/Trade Shows/Workshops

1993 Food Shows and Sales Missions

For additional information on the trade shows and sales missions listed below, please contact: US Department of Agriculture, Foreign Agricultural Service, Trade Show Office at Tel: (202) 690-1182; FAX: (202) 690-4374

- **American Food Fair-Taipei**, Taipei, Taiwan, March 17-19, 1993, Grand Hyatt Taipei. Number of booths: 50; cost per booth: \$4,500. Application deadline: December 1, 1992
- **Sales Mission to the Philippines**, Manila, Philippines, March 22-23, 1993, Cost per company: \$750. Application deadline: December 1, 1992
- **Food'93**, Jeddah, Saudi Arabia, April 25-28, 1993, Jeddah International Exhibition Center, (Number of booths: 20; cost per booth \$4,000. Application deadline: December 1, 1992
- **Sales Mission to the Caribbean**, Fort de France, Martinique, April 27-28, 1993, Cost per company: \$1,000. Application deadline: March 15, 1993

Agribusiness Trade and Investment Mission, January 25-29, 1993. Bogota, Colombia. (Deadline for registration: December 11, 1992). Contact: Maria dela Guardia, U.S. Department of Commerce, International Trade Administration, Room H-3203, Washington, DC 20230. Tel: (202) 482-0703; FAX: (202) 482-2218

Agriculture Outlook'93. December 1-3, 1992. USDA 69th Outlook Conference, Washington, DC. Contact: Outlook Conference, USDA, Room 5143-South Bldg, Washington, DC 20250-3900. Tel: (202) 720-3050; FAX: (202) 690-1865

Agritrade Guatemala. December 6-8, 1992. Annual agricultural convention and exposition, Guatemala City, Guatemala. Contact: Agritrade, 299 Alhambra Circle, Suite 207, Coral Gables, FL 33134. Tel: (305) 443-0618; FAX: (305) 443-0699

Bureau of Export Administration, U.S. Department of Commerce will present its 3rd annual West Coast update of new export regulatory changes and trade issues. December 9-10, 1992, San Jose, California. Contact: Nelson T. Joyner, Tel: (703) 620-1588

Center of Plate Conference, December 7-9, 1992. New Orleans Hilton, New Orleans, LA. Sponsors: American Meat Institute, National Broiler Council, and National Fisheries Institute. For more information call, Tel: (703) 841-2400

Cereal Foods Toward the 21st Century in the Pacific Rim Countries. March 7-10, 1993. Honolulu, Hawaii. Contact: AACC Headquarters, Tel: (612) 454-7250

Conference of Food Engineering. (3rd CoFE'93). February 21-24, 1993. Chicago, ILL. Held in conjunction with the International Exposition for Food Processors. Contact: Peter J. Knox, American Institute of Chemical Engineers, 345 East 47th Street, New York, NY 10017-2395. Tel: (212) 705-7950; FAX: (212) 752-3294

Congreso Latinoamericano y del Caribe de Ciencia y Tecnologia de Alimentos. (II Congres) March 14-17, 1993. Holiday Inn Crowne Plaza Hotel, Mexico City, Mexico. Contact: Asociacion Nacional de Tecno-logos en Alimentos de Mexico, Indianapolis 63-2Piso, Co. Napoles, C.P. 03810 Mexico D.F., Delegacion Benito Juarez; Tel: 5-536-4201; FAX: 5-523-3247

Consumer Focus for the 90's Workshop. December 8-9, 1992. San Francisco, CA. Parc Fifty-five, Park Lane Hotels International, San Francisco, CA, Tel: (202) 639-5944

FAO/IAEA/WHO International Symposium on Cost Benefit Aspects of Food Irradiation. March 1-5, 1993. Aix-en-Provence, France. Contact: International Atomic Energy Agency, IAEA-SM/328, Vienna International Centre, P.O. Box 100, A-1400 Vienna, Austria. Tel: 43-1-2360-0; FAX: 43-1-234564

First Supermarket Technology Convention/Market-Tecnics. February 28-March 3, 1993. New Orleans, LA. Contact: Food Marketing Institute Convention Services, 800 Connecticut Ave., NW, Washington, DC 20006. Tel: (202) 452-8444; FAX: (202) 429-4519

Food and Processing Institute Winter Meeting. December 15-18, 1992. Nashville, TN. For more information call: (616) 429-0300

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(Conferences, continued from page 9)

FoodPack of the Americas Exhibition and Conference. January 13-15, 1993. Miami, FL. Contact: FoodPack of the Americas, Inc., 200 Glebe Road, Suite 900, Arlington, VA 22203. Tel: (703) 527-3663; FAX: (703) 527-7750

Food Regulation and Enforcement. December 15-16, 1992. Le Meridien Hotel, Newport Beach, CA. Contact: Alison Horan, Regulatory Affairs Professionals Society, 12300 Twinbrook Parkway, Suite 630, Rockville, MD 20852. Tel: (301) 770-2920; FAX: (301) 770-2924

The Fresh World. 89th Annual Convention and Exposition of the United Fresh Fruit and Vegetable Association. February 21-23, Convention Center, San Diego, CA. Contact: United Fresh Fruit and Vegetable Association, 727 N. Washington St. Alexandria, VA 22314. Tel: (703) 836-3410

Hogatec 92. International Trade Fair for Hotels, Gastronomy, and Catering. November 30-December 4, 1992. Fairgrounds, Dusseldorf, Germany. Contact: Dusseldorf Trade Shows, Inc., 150 N. Michigan Avenue, Suite 2920, Chicago, IL 60601. Tel: (312) 781-5180; FAX: (312) 781-5188

International Conference on Nutrition. December 5-11, 1992. Rome, Italy. Sponsors: Food and Agriculture Organization of the United Nations and the World Health Organization. Contact: Timmie Jensen, ICN-FAO-LNOR, 1001 22nd Street, NW, Washington, DC 20437. Tel: (202) 653-2452; FAX: (202) 653-5760

Miami Conference on the Caribbean including Mexico, Venezuela, and Colombia. 16th Annual Conference on Investment, Trade and Development in the Caribbean Basin. November 30-December 4, 1992. Inter-Continental Hotel, Miami, FL. Contact: C/LAA, 1211 Connecticut Ave., NW, Suite 510, Washington, DC 20036. Tel: (202) 466-7464; FAX: (202) 822-0075

Michigan Soft Serve and Fast Food Association (26th annual) Convention. February 12-14, 1993. Lansing Center, Lansing, Michigan. Contact: Michigan Soft Serve and Fast Food Association, 2920 W St. Joseph St., Lansing, MI 48917-3799. Tel: (517) 485-2309; FAX: (517) 485-4178

National Association of Regional Councils Washington Policy Conference. February 7-9, 1993. Hyatt Regency Washington on Capitol Hill, Washington, DC. Contact: NATC 1700 K. Street, NW, Suite 1300, Washington, DC 20006. For more information call Rick Osmanski, Tel: (202) 457-0710

National Food Brokers Association Sales and Marketing Convention and Market-place Expo. December 4-8, 1993. New Orleans Convention Center, New Orleans, LA. For more information call (202) 789-2844.

New Files on ALF

The 1992 Foreign Agricultural Service Ag Situation Reports may be downloaded from the Agricultural Library Forum (ALF), NAL's electronic bulletin board. The file, **FASAGSIT**, is a compressed file which contains files with reports on 61 countries. The **PKUNZIP** utility file which may be downloaded from ALF can be used to decompress **FASAGSIT**. The 61 files also may be downloaded individually from ALF. For a list of individual filenames, select [F]iles from ALF's MAIN MENU, choose [L]ist from the FILES MENU, then type "FAS" to view available files. All 1992 Ag Situation Reports are identified by the file description "1992 Ag Sit Report:" followed by the country name.

1992 Mexico-commodity reports also may be downloaded from ALF. **MEXFILES.ZIP** contains 225 files on commodities for Mexico. Use **PKUNZIP** to decompress the zipped file. The files also may be downloaded separately. For a list of individual file names, see the FAS file directory (see instructions above). The filenames for each of these reports begin with "MX" followed by a four digit report number, followed by ".TXT", i.e., the file, **MX2001.TXT**, contains a report on sugar import levies.

To obtain an *ALF User's Guide* by mail, select E)nter from ALF's Main Menu to leave a message for the systems operator; write to: NAL, Reference Branch, Room 111, ATTN: ALF, 10301 Baltimore Boulevard, Beltsville, MD 20705-2351; or call 301-504-5204. The February 1992 *Vignettes Information Sheet* also explains how to access files on ALF.